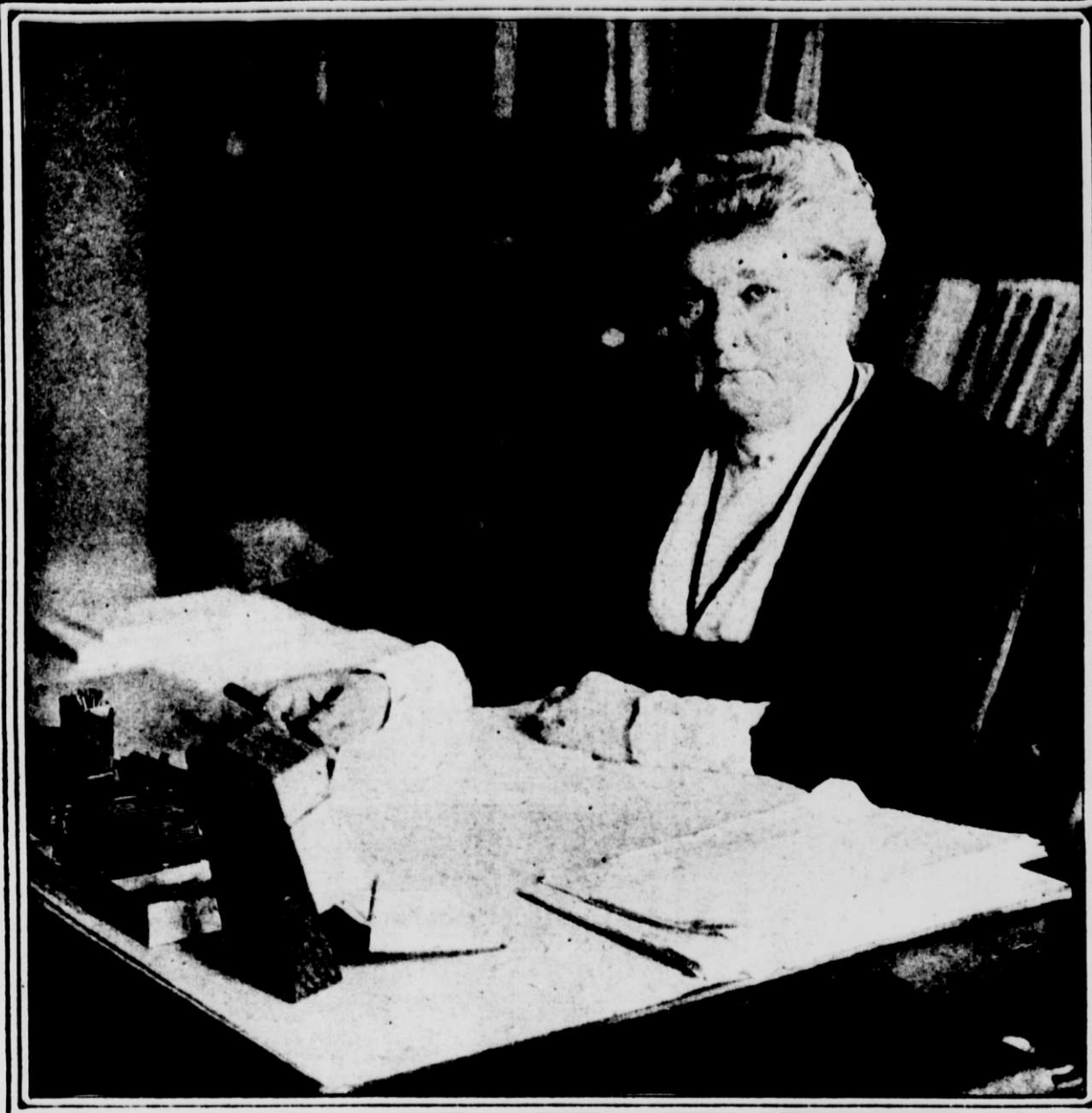


DAY OF BIG EARNINGS FOR TALENTED WOMEN

Study and Hard Work Have Brought Princely Incomes to Many--Highest Salaried Woman Began as a Catalogue Girl--Now an Important Figure in Art World



Rose Lorenz
Greatest Woman Authority in the World of Art.
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The Late J. P. Morgan Depended on Miss Greene's Knowledge of Books--Chicago Woman, Once a Shopgirl, Now a Successful Merchant

To distribute the catalogues at one of the big art galleries in New York a bright-eyed small girl was engaged. The desk on which the catalogues were piled was high. The stool which went with the desk was regulation size, but when the girl sat on it she couldn't quite see over the catalogues. So a big book, a dictionary or something of that sort, was procured, placed on the stool and the girl was seated on that.

To-day that catalogue girl is one of the important figures in the art world. She has never left the establishment where she got that first employment. She has had a part in the buying and selling of more art treasures probably than any other woman that ever lived. She is Rose Lorenz. Her career affords a remarkable example of what a woman who earnestly applies herself to a subject can accomplish.

Art appealed to the little girl at the catalogue desk. She had the benefit of a good education. She began to read and study art subjects. What she learned she never forgot. To-day she is an authority on Chinese art. Few know more regarding the work of the great masters of the Italian, Dutch, French and English schools, ancient and modern. There have been few art sales of consequence in America in the last twenty years in which she has not played an important part. She has to pass upon much that comes to the establishment when a collection is offered to the public to bid upon.

She is one of the highest salaried women in the world. On the twentieth anniversary of her engagement as catalogue girl the directors of the art gallery made a present of \$20,000 to her.

Her home is one of the most exquisite in New York. It is not far from the Ritz-Carlton. It isn't so much to look at from the outside, but it is an artistic gem within. When she bought the house and wanted it renovated she consulted Stanford White. In the home of Miss Lorenz he did some of his best work.

In the art world Miss Lorenz occupies a position somewhat similar to that of a great specialist in the field of science. She is consulted as to the value of this or that work of a master of some particular period. Upon her judgment men will spend many thousands of dollars for the possession of a work about which until they got her opinion, they were in doubt.

No position requires more diplomacy than that occupied by Miss Lorenz. Many of the men who purchase art objects for fabulous sums do not want to have the fact known. Sometimes they bid through agents. They take offence if an inkling gets out of who are behind these agents. The late J. Pierpont Morgan never wanted the fact known that he was buying. Once, when he was particularly solicitous about getting some things at a sale in the galleries, a newspaper printed a note that a certain agent was understood to be representing Mr. Morgan. As a result he didn't go near the galleries or send an agent there for five years.

The career of Alice Durkin is in sharp contrast to that of Rose Lorenz. It's doubtful whether Miss Durkin could tell a Corot from a Turner, but she could put up a skyscraper or a bridge without the least bit of trouble. She is a master builder, the only woman master builder in America. She came within an ace of getting the contract to build the New York Public Library. That was something of a job. The price was \$11,000,000.

Miss Durkin is in the 30s. When she was a young girl she went to work in the office of Charles H. Peckworth, a contractor. Plans, specifications and contracts would appear to be dry matter for a girl of 14, but they weren't for Miss Durkin. She had imagination. She saw beyond the plans the structure itself. She took a deep interest in every detail of the work of her employer and before she was 16 she was figuring on contracts.

She got practical knowledge from plumbers, carpenters, masons. She got to know about material and labor. Then she took up a course of reading. The

at one of her buildings she puts a huge mackintosh around her Paris gown. She can walk a steel beam as sure footed as any of the cowboys of the air. She has never had a strike. She has the reputation of having made a lot of money. She is working for one object. When she has enough money she is going to build and endow a hospital that will be a monument to her. She means to run this hospital herself. It will be for the benefit of women who are widowed or deserted and left without means and with one or more infant children.

Until she can satisfy her ambition she knows no greater joy than her present work. Some days she puts in twelve or fourteen hours at it. In winter she has one recreation. On Saturdays she always goes to a matinee. In summer, on Saturday afternoon, she goes speeding over the country roads in that sixty horse-power automobile of hers, and she makes it whiz, for she runs it herself.

Harriet Fisher is the owner and manager of the largest anvil works in America. It is at Trenton, N. J. The anvil works have been in the Fisher family half a century or more. Mrs. Fisher never imagined when she married Capt. Fisher that she would become an anvil maker herself. She took up the business because of necessity.

Her husband became seriously ill. The foreman of the foundry wasn't able to conduct matters satisfactorily and she went to the works to see what she could do. The place didn't appeal to her. It was grimy and dirty, but she took hold

as under her management. Recently she has remarried. Her husband is an officer in the Argentine Navy.

Belle da Costa Greene has charge of the library of the late J. Pierpont Morgan. She comes from Princeton and was employed in the university there. She is in the early 30s and is of Latin origin. Mr. Morgan bought very few books in the last ten years of his life except on her approval. She represented him at the H. M. Hoe sale. Bibliophiles, curators and collectors from all over the world were there. It was a sight to see this slight girl, a woman there among the eld of the book world. Everything she wanted she got. At times she bid as much as \$50,000. She knows the history and value of every rare volume in every collection in the world. If she wasn't in the house of Morgan she probably would be at the head of some great library.

She has probably passed judgment on more rare manuscripts and precious books than any other woman that ever lived. The books and papers she has handled represent millions of dollars.

Sometimes a rare book or a rare manuscript goes astray. Then there is trouble. Here is a story illustrative of this:

Not long ago a European collector got hold of a manuscript of great antiquity which he hoped to sell to Mr. Morgan. He valued the manuscript at \$75,000. He insured it for \$37,500 and after boxing it up carefully shipped it to New York addressed to "Miss Belle Greene," at a certain number in East Thirty-

time the American agents for this concern were asked what had become of the manuscript. They looked up their records and found a receipt. The name on it was "Miss Belle Greene."

The man who had delivered the box was sent up to East Thirty-sixth street. He didn't go to the Morgan library, but to a house further east, which bore the number to which the box had been addressed. The woman who answered the bell was the one who had signed the receipt. The expressman asked about the box. The woman said it was up in the lumber room. The expressman went and got it. Then he questioned the woman.

She explained that her place was a boarding house. People were accustomed to ship trunks and packages to her before they themselves arrived. She always signed the name of the person to whom the trunk or package was addressed. When she was told that this particular package was valued at \$75,000 and should have gone to Mr. Morgan's library she almost fainted.

Chicago has the greatest woman merchant in the world. She started as a shop girl. Now her fortune is estimated at \$20,000,000.

Her maiden name was Mollie Alpinier. Her father was none too well to do and she had to go to work soon after she got out of school. She got employment in the Boston Store in Chicago and was put in the underwear department.

She was strictly business. While the girls on either side of her gossip she gave all her attention to patrons of the establishment. Most of the customers were poor people--"the shawl trade." They appreciated the courtesy and kindness of this unusual girl and would wait five, ten, fifteen minutes to have her attend them.

The principal owner of the Boston Store was Charles Netcher. It wasn't long before he discovered that the Alpinier girl was a good saleswoman. Within six months he put her in charge of the underwear department. She instilled a little of her own spirit into the girls under her and the underwear department became the model one of that establishment.

Three years after she went there as a shop girl Mr. Netcher married her. They went to live at the Avenue Hotel at first and then Mr. Netcher built a home for his bride on one of the great boulevards. Each morning Mr. Netcher and his wife would drive down to the store in their carriage. Mr. Netcher would get out and his wife would return home. In the evening she would drive down again to take him back to dinner.

Fourteen years after they were married Mr. Netcher died. Meanwhile he had bought out his partners. When he died his estate was appraised at



Alice M. Durkin.
America's Only Woman Builder.



Belle da Costa Greene.
Librarian and Manager of the Morgan Museum.



Mrs. Mollie Netcher.
Once a Shop Girl, Now the Greatest Woman Merchant in the World and Worth \$20,000,000.



Fay Kellogg.
An Architect of the Highest Rank, Designer of Many Noble Structures.

most absorbing book she ever read was the building regulations of the city of New York. She became so useful in that office that after a while Mr. Peckworth depended upon her figures when he was bidding on a contract.

She remained with Mr. Peckworth eight years, then she went into business for herself. She has courage--lots of it. Her bid on the New York Public Library was within \$7,000 of that of Norcross Bros., to whom the contract was awarded. She has built a great number of public structures. In New York she has built some of the finest of the public schools. She built the Convent of Notre Dame on Staten Island and the Nurses Home in Brooklyn. There are probably one hundred big structures in the metropolis which she can point to and say "I built it."

She has handled millions of dollars. In active times her payroll runs from \$10,000 to \$20,000 a week. She is slender, mild mannered and about the last person in the world you would pick out for a contractor. She travels around in an automobile; she bosses every one of her jobs.

A building in course of construction is not the tidiest affair on earth, but you will find Miss Durkin superintending her own work. She never sublets a contract. She employs the steel workers, the stone masons, the carpenters, the electricians, the plumbers and the decorators.

She ran the business until her husband was convalescent. Then they started away on a trip. The train on which they travelled was in a collision and Mrs. Fisher was so injured that she was in a hospital for nearly a year. Her husband, too, was injured. She directed her business from her hospital bed. When she was able to get around on crutches her husband died.

For the last five or six years she has been the sole boss of the big anvil works. It was never so prosperous

sixth street. Then he waited to learn her verdict.

A month passed and he heard nothing. Six weeks passed and he grew impatient. Then he wrote a letter asking her about it. She replied that she hadn't received the manuscript and knew nothing of it. When he got this letter he cabled. She answered as she had before. Then he cabled to her that he was ruined, desolated, almost crazed. He would begin a search at that end, he said, and begged her to do likewise at the American end.

He gave the name of the people to whom he had delivered the manuscript for carriage across the ocean. In due

\$4,000,000. He had trained no one to take his place. Mrs. Netcher had three small children. Her whole fortune was wrapped up in that store. Unless the business was kept going and handled to good advantage there would be a tremendous loss.

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structure to meet its growing needs. She has bought more land and added as the present lease expires she is going to build a twenty-story addition that will make her store the largest in America, if not in the world. From a \$4,000,000 concern the Boston Store has developed into a \$20,000,000 concern.

She directs everything. She pays the highest rate of wages in her line in Chicago. She has great sympathy with shop girls. She has been instrumental in the organization of sick benefit and social societies, and although she didn't care much for balls and parties when she was a girl she makes a point of always attending those of her thousands of employees. She demands one privilege in connection with all those affairs. That is the right to purchase the first ticket sold. She always pays \$100 for it.

One of the notable architects in New York is a woman, Fay Kellogg. Architecture is a field that appeals particularly to women, but no woman in the United States has had a larger measure of success in that branch of endeavor than Miss Kellogg. Many great structures in the East are monuments to her ability. She has done a great deal of work for the city. The Hall of Records, which cost many millions of dollars, was designed by her. Several of the armories were built by her.

Elsie de Wolfe, who used to be an actress, is one of the leading decorators of the country. She has done work for the State, the city and the National Government. Her time is valued at more than \$100 a day. It is difficult to get an audience with her. She has exquisite taste and in her own home there are few who rank higher than she.

If all the women who have achieved prominence in business were mentioned in this story it would fill pages and pages. The few who are mentioned are only representative of a great number. Added to those who are in business are scores of more women who yearly incomes are what would have been fortunes for their less gifted sisters. It is so, too, with the theatrical stage. This is the day of big money for women, particularly the American woman who has talent.

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Mail Carrying by Auto
WHEN the contract for carrying the mails below Fortysixth street, awarded to the Postal Service Transfer, Inc., went into effect a short time ago all the horse-drawn mail wagons were taken off and replaced by motor trucks were installed in the places. There are eighty-three of these twenty-two-ton trucks now in use and they are expected to do the same much work as the horse-drawn wagons.